

# LEATHER AND SHOES

*By the Editors of Footwear News*

**Handbag Union Enters Fray On Leather Front**

**Men's Shoe Export Balance Narrows**

**General Shoe Closing Whitehall Tannery**

**Hide Exports Soaring**

**What's Ahead In Last Half of 1954?**

**Two-Toned And Trimmed (Stylescope)**



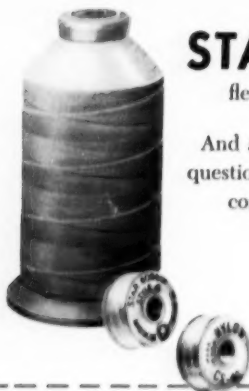
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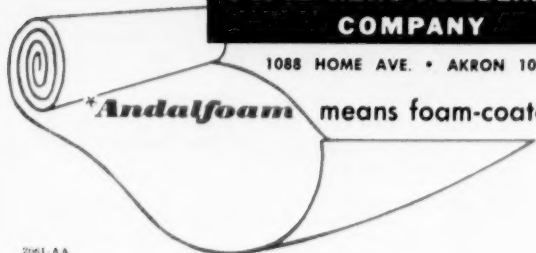
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2061-AA

# LISTEN TO THIS!

**Old but enduring chestnut.** Supporters of the by now ancient phrase "It pays to advertise" can point to some indisputable facts to bear out their thesis. One of the more notable is found in a book "The Leadership of Advertised Brands" published 31 years ago by Doubleday Page. The book described results of word association tests on 100 commodities in general use given some 1,024 college students (men and women). Each student was asked to write down some specific manufacturer's name or brand name that came to mind when a product was mentioned. Number one in the shoe parade was W. L. Douglas Shoe Co. Mark Cross headed the leather goods division while O'Sullivan was tops in rubber heels.

**Quick change artist.** Young 33-year-old housewife, Mrs. Mildred Younger, who recently won the Republican nomination for State senator in California, chewed malted milk tablets for energy, changed her shoes at every speaking stop during her campaign. Mrs. Younger won nationwide TV recognition for seconding the nomination of Gov. Earl Warren in the 1952 Republican National Con-

vention. She defeated State Sen. Jack Tenney, notorious anti-Semite.

**Know your markets.** Keeping pace with changing tastes and markets is still the key of any sales campaign. Good example is survey made recently of men's wear field. Analysis shows that since 1939, adult male population in the U. S. has jumped 10 percent; spending power 250 percent. Yet men's suit sales are off 22 percent. From 1948-1953, business shirt sales have dropped 40 percent while sales of sports shirts have jumped 110 percent. Moral: if you don't know your market, how can you sell?

**World's fastest leather.** Diane Leather, a British laboratory analyst, recently ran the fastest half mile in women's track history. Previously, she has set a new women's mile record. Looks like there's nothing slow about Leather.

**Booming babies.** Despite the experts, the U. S. birth rate continues to soar. Neither the cold war, the international situation, a change in administration or the current recession appears to have changed this one iota. For example, last year there were 3,971,000 births in the country, top-

ping the previous record of 3,889,000 estimated for 1952. The U. S. Public Health Service now reports that there were 1,291,000 births in the first four months of 1954. In the comparable 1953 period, 1,261,000 births were reported.

**Tight conscience.** Rarely a week passes without some petty thief stealing a pair or more of shoes only to find that all were only left-footed samples. However, police officials of Ludlow, Vt., report a slight variation on the result. Last week, they received a check for \$20 from a repentant thief who said he had stolen the left-footed shoes 20 years ago, asked that the conscience money be sent to some worthy charity.

**A woman's job.** The average American who visits Switzerland and decides to buy a pair of Swiss shoes is generally in for a surprise. He's likely to find his shoe salesman is a lady. And to add to his dismay, he'll find his credit is no good. Swiss shoe stores demand cash for each sale. Retailers there admit they "don't trust" their customers as much as we do here. The female clerks are used only because they are cheaper to hire.

## LEATHER AND SHOES

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LEATHER and SHOES

July 17, 1954



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## Contributing Creative Ideas Can Expand Leather's Markets

Industry Growth Depends Upon Ceaseless Efforts Not  
Only To Hold Markets But Inspire And Open New Markets

ANY industry, to insure a pattern of continued growth, must be relentless in its attention to its markets. To simply service its markets isn't enough. It has two greater obligations: (1) to help inspire its current markets to increased consumption; (2) to seek and open new markets.

These two factors hold what we believe to be some splendid growth potentials for the leather industry. A greater concerted effort by the leather industry to fulfill these two opportunities could well establish a new plateau of expansion and prosperity for the industry. But first, let's explain these two important marketing factors.

Naturally, the tanning industry likes to see the shoe industry, which consumes some 85 percent of the leather industry's output, enjoy wholesome production and sales years. However, the shoe industry's growth pattern in terms of per capita consumption of footwear has been slow and small. There have been some exceptions (such as in women's and misses' and children's shoes), but as a whole the per capita consumption rate has expanded by only a fraction of one pair over the past half century.

The shoe industry, in its own self-interests, tries persistently to create products and methods that will inspire increased consumer buying of shoes. However, such an obligation belongs equally to the leather industry.

The leather industry is constantly developing new leathers in terms of colors, finishes, grains, etc. This is an asset to its customer, the shoe industry. But it can go a step further, contributing actual finished product ideas to the shoe manufacturer; in short, translating its new leathers into new shoe ideas that can inspire buyers to increased consumption.

Many tanners already do this to some extent. However, it isn't enough to make a pretty shoe to

display the leather; it isn't enough to have a designer translate the leather into a currently popular shoe. The shoe manufacturer himself can do this. The tanner's opportunity is to supplement the efforts of the shoe manufacturer—to create imaginative ideas of his own and serve as an additional creative source that will help shoe manufacturers and retailers sell more shoes, and hence more leather.

Secondly, the tanners have the opportunity to open "new" markets within their regular market, footwear. In recent years we have seen several such new markets opened by the footwear industry: flatties; at-home or leisure footwear; rubber-canvas footwear; dressy casuals; fashion in little girls' shoes. These are new *basic* types. They've resulted in increased per capita consumption. In short, they haven't succeeded at the expense of regular types but have become extra or supplemental purchases.

For the leather industry this should be significant. It can take one of two steps, or both. It can leave the responsibility of opening new markets to the footwear industry. Or, it can make contributions of its own for new markets which can be promoted by the shoe manufacturer. Any such success in opening a new footwear market obviously brings its share of material reward to the leather industry.

With the significant and rapid changes occurring in the American pattern of living, a number of such new market opportunities lie in waiting. The spectacular success of rubber-canvas "casual" footwear in recent years is a graphic example. The leather industry has many similar opportunities to create new footwear markets that will result in a permanent increase in leather consumption.

The one important thing to remember is that these new markets are created and inspired by producers. They start at a given root. In the

case of rubber-canvas footwear (the production equivalent of over 100 million feet of leather annually), the market was created by the rubber footwear industry which devised a product which struck one of the targets of changing consumer wants. How many other such markets are waiting to be awakened?

There is a perennial argument popular with some tanners that to expand leather's markets is dangerous because of the threat of increased demand outstripping supply and bringing inflated prices and an erratic market. It might almost be said that there exists some fear of new or expanded markets, a fear of "overselling."

However, such fear is generally unsupported by the records. Almost the only time we have demand exceeding supply with consequent price inflations is during some extraordinary or "abnormal" situation, for example, a war period, or threat of war, or a postwar period such as 1946, etc. In most years with economic conditions "normal," the leather industry, like the shoe industry, could well do with more business and would welcome increased consumption of its products.

Also, in previous editorials we have advanced the contention that there is a vast potential of "new" rawstock (we cited pigskins and fishskins as examples of such potentials) which could greatly expand supply resources for the leather industry. However, the creation of "new" leathers or supply resources means nothing unless accompanied by a demand warranting production.

That comprises an additional opportunity for the leather industry—to create fresh versions of footwear based upon such products and thus open new markets. If, for instance, pigskin shoes move slowly it may well be because the leather has been applied to conventional footwear styles or types. But the creation of new types of footwear, with special-purpose attractions, might set off a boom demand for that item that could amaze the industry.

We repeat our initial statement: to insure continued growth, an industry must pay relentless attention to its markets. If the leather industry's inherent creative talents are put to work along these lines, it can render itself and its customers an invaluable service which will pay off handsomely for both.

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# news X-Ray

Hide exports growing factor in U. S. rawstock supplies — overseas buying at new high this year. . . . New Footwear Bulletin lists many industry publications. . . . Replacing capital equipment to keep economy humming.



**U. S. hide exports bid fair to continue as vital factor in nation's rawstock supplies.** Tanners and shoe manufacturers would do well to accept this idea, adapt their purchasing and production schedules to it. Eventually, it could lead to small revolution in traditional buying and manufacturing procedures.

**These are the facts.** In the first four months of 1954, we exported 1,485,000 hides. This is more than we exported in the 12 months of 1951 and the whole of 1952. It's also more than we sent out during the combined first and second thirds of last year. In the first four months of 1953, we exported only 557,000 pieces.

**If exports continue at this rate,** year's total will reach close to 5 million pieces. This is about the total estimated earlier by Tanners' Council although discounted in official Government circles. It means that packers and hide dealers may have found a way to stabilize hide prices over long periods. A growing overseas market for U. S. hides means a tighter supply here, particularly for better quality hides. With this setup, packers would have little difficulty in holding price lines regardless of season. Price variations, particularly declines, would be slight.

**Here's where the hides are going**—our potentially best overseas markets. Europe took 834,000 hides from Jan. through April this year. Last year, only 53,000 went to the Continent in the same period. Asia was next with 408,000 against 329,000 in the first third of 1953. Finally, the entire Western Hemisphere took 243,000 pieces this year against 175,000 in the 1953 period.

**Overall,** each area is buying more heavily, shows little inclination to slow down despite any dollar shortages. Japan, a heavy buyer of U. S. hides, in difficulty on this score but she will shortly have more U. S. credit. And Europe has become our best customer by far.



**Interesting bit about *Sports Illustrated*,** Time Inc.'s new national sport weekly. Publishers report more than a million dollars worth of advertising space has already been sold. And first issue isn't due until Aug. 12. Of this, apparel and footwear manufacturers — men's and women's — account for fully 16% of advertising

volume — second only to automotive advertisers who account for 18%.

**Among shoe advertisers who have already ordered space in *Sports Illustrated* are:** Allen-Edmonds Shoe Corp.; Pedwin Division of Brown Shoe Co.; Field Flint Co.; Florsheim Shoe Co.; J. P. Smith Shoe Co.; Stone-Tarlow; and Wright Arch Preserver Shoes.



**New Business Service Bulletin on Footwear just released by Department of Commerce.**

Bulletin of value largely because it contains list of Government publications on leather and shoe industry along with some non-government publications. Latter include publications of National Shoe Manufacturers Association and New England Shoe and Leather Association. Also on list are directories, trade papers and trade associations.

**Bulletin makes one striking point:** Despite mergers and amalgamations which have occurred in industry, it continues as highly competitive trade with "much less concentration of productive capacity by individual firms than in most other important industries." Bulletin goes on to say that 50 largest shoe firms produced less than 50% of shoes made in 1952. While nine leading shoe firms accounted for over 30% of 1952 total, not one other company produced as much as 1% of total output. International Shoe Co., largest in the country, turned out less than 12% of 1952 output.

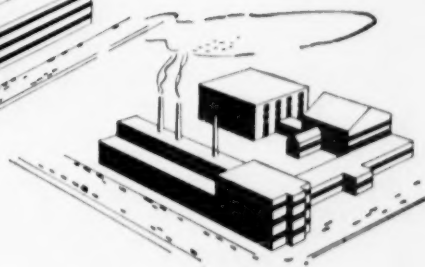
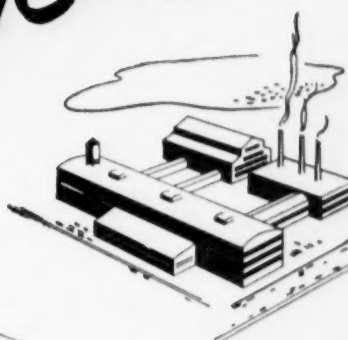
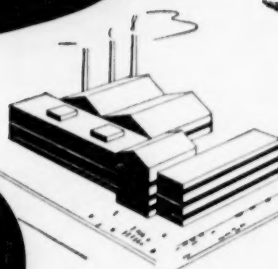
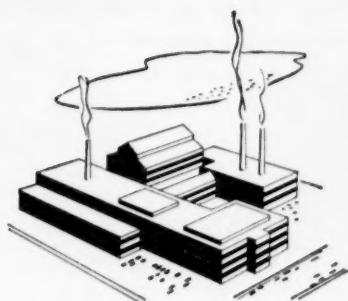


**Here's one reason why U. S. economy can't help but remain on prosperous level for years to come:** S. D. Maddock of C.I.T. Corporation, nation's largest industrial financing firm, reports about \$60 billions worth of capital equipment in U. S. industry is over 10 years old. Within two decades, this figure will climb to \$200 billion. Thus comes steadily rising demand for machinery and equipment to replace and supplement present capital equipment.

**Current replacement expenditures** in industry total \$10.4 billion annually. This will increase to \$15 billion by 1960 and \$26.7 billion by 1975, says Maddock. Both leather and shoe industry must participate extensively in this trend.



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# Stylescope

## Two-Toned And Trimmed For Spring

At present writing, it looks like important colors for Spring will be red, the tans, browns and beiges, and all shades of grey—silver grey being the really new one. These colors are predicted to be especially big when used in combinations with each other, and in various two-tone effects. Added to this, touches of ornamentation round out the picture. . . . Nailhead, buttons, buckles will still be popular. These six exclusive designs by Joan Fitzgerald of Famolare show these new color and decorative trends in Spring's newest interpretations of fashion shoes.

A. Sophisticated style in two-tones of new shades, piped and studded with button.

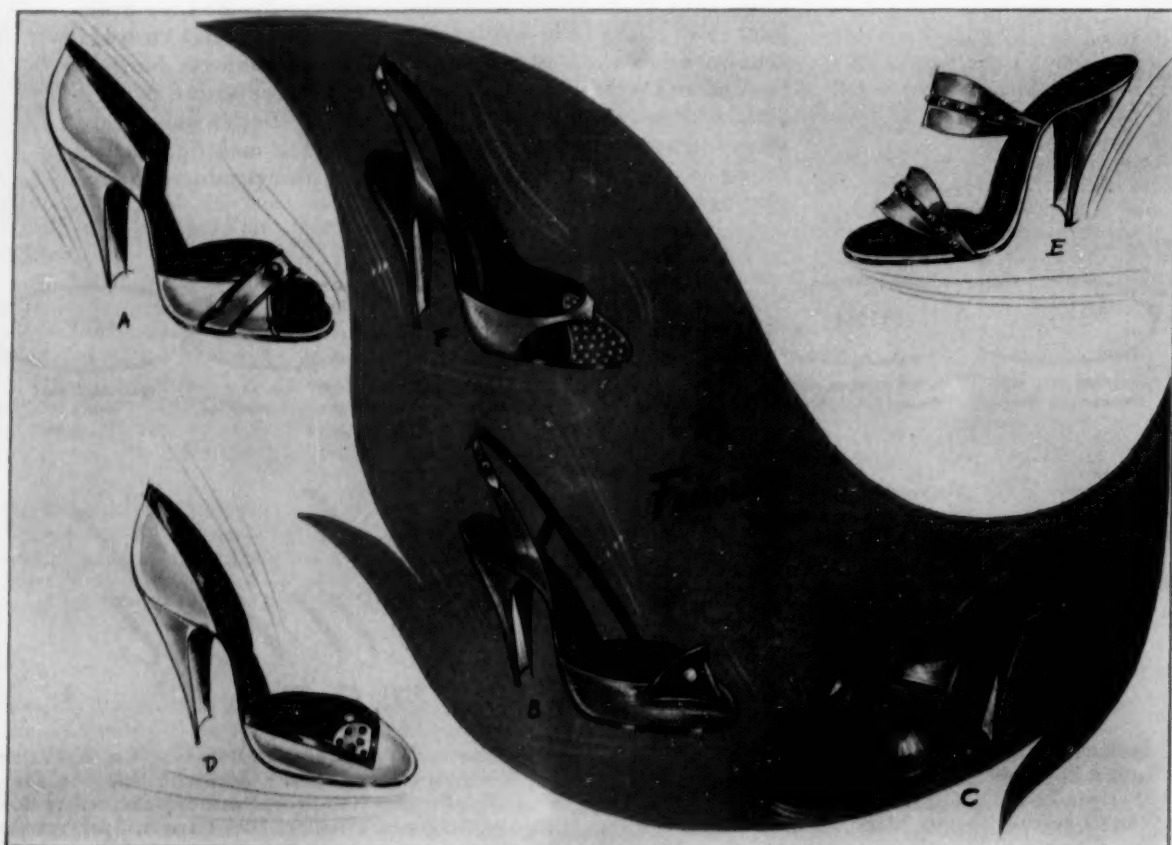
B. Pert overlay with silver piping and button grey makes for a beautiful late day, open model.

C. Top glamour in this bare, bare design of black suede and silver grey; hidden gore under buckle.

D. This shoe with nailheads and piping dramatizing the side interest is fashioned for Fawn (a new medium beige) with dark brown pipe and nailheads.

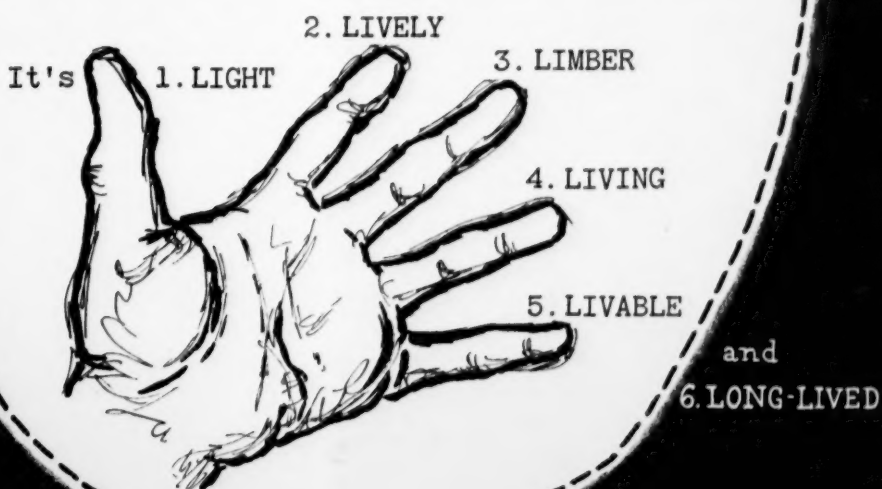
E. A brilliant shoe in two-toned red—medium red with deep red striping, white nailheads—features going at the sides of the instep band.

F. Completely feminine, piece covering toes is of dark brown with beige nailheads, beige vamp piece forming point over toe piece and sweeping around to form halter sling. Dark brown heel.



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# LEATHER AND SHOES



*The Magazine for Executives*

## **ENTERING THE FRAY**

### **Handbag Union Will Open Doors To Leather Worker Membership**

Seeks To Regain 10,000 Workers From  
Red-Dominated International Leather Union

The rocky road which Ben Gold and his International Fur and Leather Workers Union have been travelling lately became even more difficult this week. Delegates to the annual convention of AFL's International Handbag, Luggage, Belt and Novelty Workers Union voted unanimously for a drive to take over IFLWU's 10,000 leather-worker members.

IFLWU's troubles began earlier this year when president Gold was convicted on charges of signing a false non-Communist affidavit. This was followed by a withdrawal of National Labor Relations Board benefits. Only recently, an attempt to merge with the AFL Amalgamated Meat Cutters and Butcher Workmen's Union failed.

Opening the Handbag union's seventh convention, Ossip Walinsky, union president, told 400 delegates and alternates that they should join the battle to take over IFLWU's 10,000 tannery workers.

Walinsky read a letter from Earl Jimerson, head of the Meat Cutters union, which said that "We are far from reaching a merger with them (IFLWU). I am doubtful with their present leadership if such a merger can be accomplished."

Jimerson's letter came in response to a request from Walinsky asking that all IFLWU leather workers be shifted to his jurisdiction should the projected merger go through.

Walinsky asked for immediate action on a drive to organize IFLWU's tannery workers. He an-

nounced that the union was changing its name to International Leather Goods, Plastic and Novelty Workers Union in order to conform to its rightful membership.

Walinsky also announced that the union will organize drives in other fields now dominated by Red-led unions. He said the national AFL will be asked to supply help for the drive.

In Boston, John M. Sullivan, International representative of the Meat Cutters union, announced that he has already begun an organizing campaign to enroll leather workers employed in the Peabody, Salem, Danvers area. Similar drives by Meat Cutters locals were reported in individual tanneries, including Beggs & Cobb, Inc., at Winchester, Mass., which employs 500 workers, and the John J. Riley Co., Inc., at Woburn, Mass., where 225 workers are employed.

Another development coming from Boston was announcement by the Massachusetts State Committee investigating Communism that it had called workers from the Peabody-Salem area for questioning. Neither the names nor affiliations of the workers was disclosed although committee members previously admitted they were investigating the leather industry, and specifically International Fur and Leather Workers Union.

At Riley, the Meat Cutters union has petitioned for a bargaining agent election, claiming an 80 percent membership among its workers.

IFLWU refused a consent election and an NLRB hearing was held June 23. Decision is expected sometime in the fall.

Activity along the AFL front indicates that the national union as a whole is girding its forces for an all-out battle with IFLWU. The AFL was successful several years back in taking over the Gloversville area from the leather union. IFLWU itself "resigned" from the CIO while awaiting expulsion on charges of following Communist Party policies.

## **Bali Footwear Closes**

Last week, the people of Lisbon, N. H., received some bad news. Bali Footwear, Inc., manufacturer of women's slip lasted novelty shoes and a mainstay of the small town's industry, announced it is closing down indefinitely.

Although factory officials said they hoped to be operating again in the near future, the shutdown meant that 125 workers were being laid off. These were added to another 350 laid off last spring when Lisbon Co., Inc., went out of business.

Samuel Lash of Brookline, Mass., well-known shoe manufacturer, is reported in process of buying the Bali firm. The shoe firm was opened four years ago after the Lisbon Development Corp. was formed to raise the sum of \$27,000 in private capital to help launch operations.

## **General After Selby?**

Rumors that General Shoe Corp. of Nashville, Tenn., is seeking to buy into Selby Shoe Co., Portsmouth, O., were neither confirmed nor denied this week by officials of both companies.

One spokesman for General, declaring it was against company policy to discuss rumors, declared, "We won't say it's true and we won't say it's not true."

## **NO SOLUTION**

### **General To Close Whitehall Tannery**

General Shoe Co. will close down its Whitehall, Mich., tannery on July 27 if the company stands by its decision made last week.

Announcement of the projected closing was made by tannery officials following failure to come to terms with a bargaining committee of Local 253, United Leather Workers, AFL.

General claimed that reasons for the closing involve too high costs caused by waste, inability of management to control unauthorized work stoppages on company time, inability to obtain union permission for essential overtime or the right to employ only experienced help on skilled jobs.

Hide soakage was curtailed sharply on July 8 with progressive curtailments and worker layoffs scheduled through closing on July 27. Dismantling operations will then begin, company spokesmen said.

General has opened negotiations on its existing contract on May 12

or 60 days before its expiration. The contract was extended until July 27 by common agreement.

Union representatives charged that the basic trouble was General's failure to spell out its needs on such points as compulsory overtime, seniority, straight-time pay for Saturdays and grievance procedure.

The company said it had no concrete solutions to offer because it wanted the union to help work out solutions to various problems.

Townpeople of Whitehall believe the real trouble lies in General's desire to do away with many contract clauses which are carryovers from wartime conditions when manpower was the overall consideration. The Union, on the other hand, has fought to retain these clauses even though they impair the efficient operation of the plant.

Although the average wage of Whitehall tannery workers is \$2.20 per hour, and other costs are proportionately high, the tannery supplies only 15 percent of General's leather needs. General has been seeking ways to enlarge its tanning operations but has been unable to reach agreement with the union on the type of contract it wants.

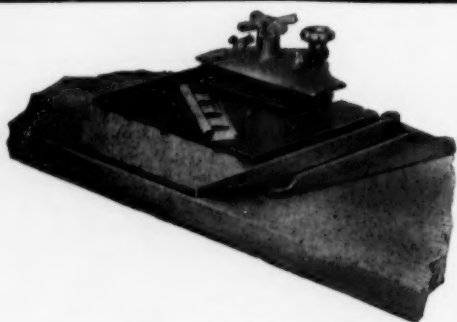
Company officials reported the breakdown in negotiations is not final and the union can resume talks any time it so desires.

### **Form Chain Committee**

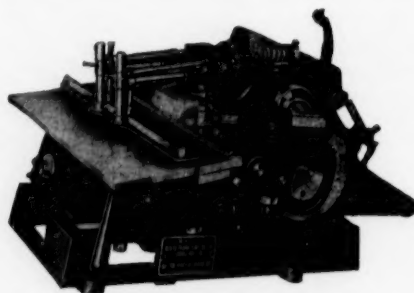
Joseph Oettinger, former vice president, Miles Shoes, has been named chairman of a task committee on Electronic Business Equipment, by the National Association of Shoe Chain Stores.

Other members of this committee include: H. Tanser, A. S. Beck Shoe Corp.; Edward Spector, Dial Shoe Co.; Sidney Levinson, Edison Brothers Stores, Inc.; G. O. Petway, General Retail Corp.; I. D. Shapiro, Marilyn Shoe Corp.; Leon Richman, Miles Shoes; Herbert Sugarman, National Shoes, Inc.; and George Kettlewell, The Nobil Shoe Co.

The committee is an outgrowth of a two-day seminar conducted by the Association in the field of electronic business equipment for merchandising and accounting in retail shoe chains. It is expected to have its first meeting in Sept. at which time it will consider the possibilities of using new electronic equipment and systems for "input" data at point of sale.



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**BOOTH POWER FOLDING MACHINES**

**Two Methods of FORM FOLDING that mean Better Shoes at Lower Prices**

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do not stretch the work  
are easy to operate  
maintain pattern lines

The actual work is done by the use of forms shaped to the edges of pieces to be folded. These are the only methods by which the work can be uniformly folded true to the pattern.

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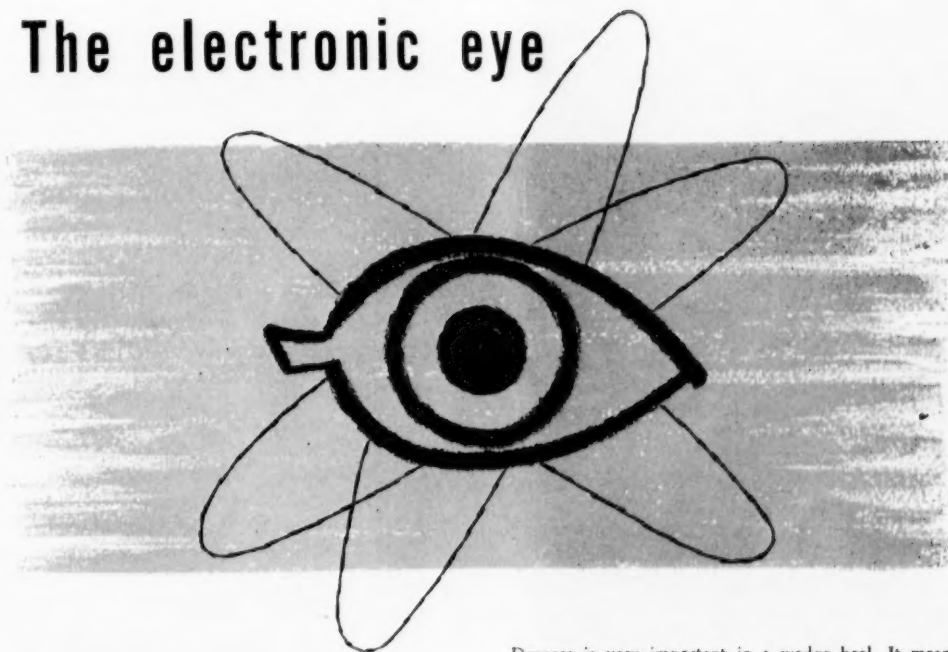
Whitman, Mass.  
Cincinnati, Ohio

Chicago, Ill.  
Milwaukee, Wis.

Kitchener, Ont.  
St. Louis, Mo.

Woodridge, N. J.  
Los Angeles, Cal.

## The electronic eye



that  
tells how  
dry!

Dryness is very important in a wedge heel. It means cleaner machining — smoother surfaces. No swelling or shrinking — no warping to cause uneven sole-laying pressures, and possible breakage. No bleeding of moisture to loosen cements. No belated drying to loosen nails. And complete dryness means feather lightness in a shoe that is a joy of comfort to the woman who tries it on . . . fewer cripples, fewer returns, better sales for you.

Every piece of lumber that goes into Wilner production must pass a rigid test for dryness. An electronic gauge, specially designed and built by Wilner's own technicians, holds the moisture content of the lumber to exacting standards.

Testing for moisture content is only a small part of Wilner's complete, precise control over every operation from the forest to your factory. Our wood comes from our own special timberlands. We dry it in our own kilns, plan, design, manufacture, and ship in our own trailers; to give you the most complete service available, on the finest quality wedge heels made anywhere. Let us show you the difference that Wilner heels can make in *your* shoes. Call or write today.

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TWO-TIME WINNER of Wolff International, Inc., award for most sales of company's products over the world is Naoyuki Kochi (right), general manager of Wolff's Tokyo, Japan, office. Kochi won the award last year. Making the presentation is Ralph Stehling, president of Chas. H. Stehling Co. (who recently returned from an extended trip to Japan). Local color is supplied by Japanese Geisha girl in center. Kochi anticipates a visit to the U. S. shortly.

## SHOT IN THE ARM

### New Men's Colors Excite Shoe Industry

The *Wall Street Journal* published a front page article July 12, regarding color changes in men's footwear, based on information from two Rumpf publications — LEATHER AND SHOES (Stylescope), and SHOESCOPE, the Advance Guide to Footwear Fashion.

Quoting from their article: "...

Men will be walking down the street next spring and summer wearing a pair of pink, yellow or lavender shoes. . . . Trade followers claim this is the biggest and most significant development to hit the men's footwear field in a long time. Gay colors in combination with conventional shades are also to be offered, such as black with pink or red piping, and black calf moccasin with a pink buck toe and tongue.

"The shoe industry is excited over the possibilities of new colors in men's footwear and believes they may provide the shot in the arm needed to increase the annual average buying of

shoes by men. The trade notes a favorable response this season to charcoal, an off-black shade. Also pink mesh in summer shoes has sold well, although available in limited quantities, as have pink buck shoes that were made up largely for window dressing.

"The college crowd is said to be dyeing the traditional whites pink."

These trends cited exclusively in recent issues of LEATHER AND SHOES (Stylescope) and SHOESCOPE are now receiving nation-wide recognition and it is the opinion of an increasing number of style authorities in the shoe industry that such publicity can bear a powerful influence on increasing sales of men's footwear.

## Levor Elects Miller

Frank H. Miller, vice president and treasurer of G. Levor & Co., Inc., Gloversville tanner, has been elected president of the firm. He succeeds Samuel Rothschild, president for the past 30 years, who becomes chairman of the board.

G. Alan Rothschild, in charge of all tannery operations, succeeds Miller as vice president and treasurer. Robert S. Rothschild remains sales manager and second vice president. Fred A. Miller remains assistant treasurer and takes on new duties as secretary. W. Gordon Goff was re-elected comptroller.

## Leaves Eagle-Ottawa

Wendy Morris, superintendent of the Shoe and Leather Unit of Eagle-Ottawa Leather Co., Grand Haven, Mich., is reported to have left the tanning firm. He has not disclosed his plans for the future.

## LEATHER

YESTERDAY — TODAY —  
ALWAYS

# DERMABATE

COMPOUNDS AND LIQUID EXTRACTS  
**AMERICAN EXTRACT CO.** PORT ALLEGANY, PA.



## ADVANCE FOR SPRING

### Boston Showing Set For October 2-6

Boston's Advance Spring Shoe Market Week, by now regarded as an almost unfailing indication of what's ahead for shoe business, will be held from Saturday, Oct. 2, through Wednesday, Oct. 6. Place—the Hotels Statler and Touraine along with member showrooms.

Maxwell Field, executive vice president of the sponsoring New England Shoe and Leather Association, reports the opening of the show has been advanced a full day in order to avoid the holiday season.

Only manufacturer members will be assigned hotel rooms for exhibits, Field said. As in past shows, no jobbers or allied products firms will have rooms, due to space limitations.

Although the Boston show is not significant stylewise for the coming season, results have in previous years generally provided an accurate tip-off on business conditions within the industry and how active a season to expect. Chain and department store buyers along with jobbers visiting the show have usually indicated their buying plans and influencing conditions.

### Camden Tanning Opens

A new industry made its appearance in Camden, Me., this week when the Camden Tanning Corp. started production of suede leathers for the garment trade. The former Camden Textile Corporation building has been remodeled to house the new tannery.

President of the tannery is Elvin H. Cox, who has had more than 25 years' experience in the fine-leather processing business in Massachusetts. Ten men were employed when the plant opened this week. According to Cox, continued reconstruction of two sections of the plant being joined by a new center section will provide the necessary space to employ 100 workers.

The new unit joining the plant will be completed about Sept. 1st. A chemical mixing room is now housed on the second floor of the present main building. Pres. Cox said the plant, located on the Megunticook River, will use about 100,000 gallons of water daily.



**COSTLY OUTSOLE DAMAGE** during stock fitting is virtually eliminated by United Shoe Machinery Corp.'s new Breast Leaf Splitting Machine—Model B. Machine offers savings in sole leather, cement and labor.

# Sharp!

that's the mark of **WESTERN DIES**

Expert engineering plus the finest steel and materials, coupled with rigid inspection and testing of every die is the Western method of giving you a die that will do the job faster, better and last longer. **SEND FOR OUR CATALOG.**



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CLICKER DIES  
WALKER DIES  
BEVERLY DIES  
HAND MALLET**



**For Dependability and  
Quality—Go Western!**

**Western SUPPLIES CO.** 2920 CASS AVE., ST. LOUIS 6, MO.

## 50 YEARS' SERVICE

### Shoe Service Group Launches Campaign

Fifty years of service to American communities by the shoe repairing industry will be commemorated soon with a year-long golden jubilee campaign of education, advertising and sales promotion by Shoe Service Institute of America and industry manufacturers.

Plans for newspaper advertising campaigns designed to make shoe wearers of all ages and interests better informed on services and merchandise obtainable in the progressive shoe repair shops of today were activated at the Institute's Golden Anniversary Convention in New York City on July 5-8.

Because the public is generally unfamiliar with vast improvements in equipment, materials and skill in progressive shoe repair shops, the Institute will demonstrate in this campaign the high quality of modern shoe servicing which produces re-

built like-new shoes without revealing signs of repair.

This consumer national education project will also emphasize the extensive knowledge the shoe serviceman possesses of shoes and their materials. The shoe-wearing public will be urged to consult more frequently with its community repairman about shoe repairing and shoe care needs.

Adolph M. Dietz, president of Standard Leather Co., was honored at the Institute's 50th anniversary convention. He is the only surviving charter member of the organization. Eugene E. Schaefer is general chairman.

The Institute recently released the results of its thirteenth annual survey of sales volume at the shoe service shop level, and noted that the \$240 million volume in 1953 was only .3 percent less than the volume of sales in 1952, despite more serious reductions in other fields.

Everett E. Dietz of Standard Leather Co., St. Louis, was elected president of the Institute. Elected vice president was Eugene E. Schaefer of E. K. Leiber Leather Co., also of St. Louis, Donald P. Gaver of C. F. Albrecht Co., Minneapolis, Minn., was elected treasurer.

# GAMBADE

## IS A VEGETABLE TANNING MATERIAL

A Development of Both Chemistry and  
Science...originated and produced  
exclusively by us.

### GAMBADE

produces a distinctive type  
leather in the better grades...  
Sides, Kip and Calf.

### GAMBADE

yields a net result which is confirmed  
either by the microscope or by the sensitive  
fingers of expert graders of leather.

### GAMBADE

is American Made...from  
domestic materials.



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## THE TANNADE COMPANY

MANUFACTURERS OF

# Tanning Materials

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### Sandt To Atlas

J. Sandt A.G. of Pirmasens, Germany, reports that it is now represented exclusively in the U. S. by Atlas Shoe & Sewing Machine Co. of 69 Beekman St., New York City. Sandt manufactures clicking machines, cutting presses and other machines for the shoe industry.

Until now, Sandt has been represented on some machines by Cosma Shoe Machinery of New York.

Atlas is now showing a number of Sandt machines, including mechanical clickers, small type Baby clickers for trimming cuttings, high speed edge trimmers, edge setters, heel scourers, etc. A new type of electro-hydraulic clicking press, suitable for upper leather cutting and similar purposes, is expected in the near future.

### Argentina Cuts Prices

Argentina has lowered prices on its hides and skins, the National Hide Association reports. The reduction, said NHA, is not enough to provide severe competition to U. S. rawstock producers other than by barter.

## NARROWING THE GAP

### Men's Shoe Imports Show Steady Rise

The U. S. exports more men's shoes than it imports, but the gap is narrowing.

So says a new report from the leather, shoes and allied products division of the Commerce Department. Julius G. Schnitzer is director of the division. The division reported last week that exports of women's shoes have showed a steady increase (LEATHER AND SHOES, July 10). "Imports of men's shoes have recorded an upward trend, while those of exports have been downward since 1949," says the report.

"Despite this development, exports during the first quarter of the present year, 135,666 pairs, were higher than the imports, which came to 113,856.

"Exports of men's shoes from this country amounted to 887,386 pairs in 1939, increasing to 1,307,793 by 1949, but dropping to slightly less than 800,000 pairs by 1953.

"Imports, on the other hand, amounted to only 224,000 pairs in 1939 and less than 203,000 pairs in 1949, but by 1953 had expanded to almost 662,000 pairs.

"It is noted that total foreign trade, both imports and exports, was at lower levels during the early months of the present year.

"Average price of the imports has been consistently higher than for the exports, despite the fact that these have dropped sharply since 1949.

"In that year the average import price was \$7.57 a pair compared with but \$6.25 in the first quarter of 1954. Average price for the exports was \$5.51 in 1949 and slightly less than \$5.43 during the early months of the present year.

"Exports have a rather wide distribution and are sold directly to more than 40 different markets. Main destinations of the exports during 1953 were, in order named, Cuba, Netherlands Antilles, Mexico, Panama Canal Zone, and Canada, all in the North and Central American areas.

"Less than 30 countries supplied the total imports of men's shoes during 1953, but only four countries accounted for almost 95 percent of the total.

"British suppliers furnished most of the trade, accounting for 80 percent of the total, with most of the remainder coming from Canada (6 percent), Italy (5 percent) and Mexico (4 percent).

"Neither exports nor imports equal any important ratio of domestic production, in each instance amounting to less than one percent."

### Brown Promotes Barber

William F. Barber, West Coast sales representative of Footsaver shoes for the past 6½ years, will move to St. Louis and join Brown Shoe Co.'s Air Step Division the middle of August.

Barber will work closely with Carl G. Fliegner, general manager and sales manager of the Air Step Division, and will then assume management of the division when Fliegner leaves Brown Shoe Co. later in the year to establish his home in Southern California.

### Williams Promoted

Sumner H. Williams has been elected vice president and general sales manager of the Dyestuff and Chemical Division of General Aniline & Film Corp. Williams had served in a similar capacity with General Dyestuff Corp. and his election as an official of GAF is coincident with the recent merger of the two companies.

Active in the dyestuff field for more than a quarter of a century, before becoming general sales manager of General Dyestuff Corp. in 1952, he was manager of the GDC branch at Charlotte, N. C. Williams is noted in the dyestuff and textile industry as the inventor of the Williams Unit, a continuous operation piece goods dyeing machine. He is also responsible for a number of other technical advances including the Hot Oil bath process, a revolutionary method of dyeing cotton and rayon fabrics.

### New Shoe Allowance

The armed forces are now providing each newly enlisted woman with \$12 allowance for the purchase of a pair of dress pumps or dress oxfords.

This is a change in policy from the previous military method of carrying these types of shoes in stock.

The services have already ordered enlisted women to buy a pair of either type shoes by July 1, 1955 unless they already have a serviceable pair of either type.

By July of next year, enlisted women will be required to have a pair each of field shoes, dress pumps or oxfords, low quarter shoes and one additional pair of any of these three types—a total of four pairs in all.

### Set Combined Outing

The Combined Chicago-Milwaukee Outing will be held on Friday, Aug. 27 at the Glen Flora Country Club, Waukegan, Ill. Members and guests are invited to the full day of golfing and other events, including a lobster or steak dinner.

Ed Aulson of Aulson Tanning Machinery Co., Waukegan, is chairman of the Outing Committee. Other members include Clayton J. Carey, Fred Graff, Jr., Don McKee, James Morrison and Herb Weinstein.



STAINLESS STEEL TANK TRUCKS

for the fastest service on the best products

QUEBRACHO EXTRACT — Solid, Liquid, Spray Dried

Sulfonated Oils — Stuffing Greases — Waxes — Lignosulfonates

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## Leaves Shain

Sylvie Hamilton reports she is no longer associated with both Amalgamated Leather Co.'s, Inc., of Wilmington, Del., and Shain & Co. of Boston as fashion and promotion director. She has been with Amalgamated for six years and with Shain for the past year.

In addition to her work as designer and stylist, Miss Hamilton worked

with shoe manufacturers and retailers for the promotion of her clients' products. She helped institute store-wide promotions of leather and fabrics, coordinating these materials with related fashion items and accessories.

Miss Hamilton will continue to do special assignments for both Amalgamated and Shain. She is planning a business trip to Europe in the near future.

## MILITARY BUYING

### Invitations

**Cattle Hides.** The Office of Small Business Foreign Operations Adm., Wash., D. C., has issued Inv. No. SBC 54-335 calling for bids to be submitted on Cattle Hides for Israel Mission, New York. Opening July 19.

**Combat Boots.** The Marine Corps Clothing Depot, Philadelphia, Pa., has issued Invitation No. 1038-C calling for bids on 50,000 pairs of leather combat boots, Specification MIL-B-15993B (USMC) dated May 21, 1952. Opening at 11:00 a.m., July 27, with delivery at 25% of award in Sept., Oct., Nov. 1954 and Feb. 1955.

### Bids

**Chamois Leather.** Hoyt & Worthen Tanning Co., Haverhill, Mass., was low bidder on Items 1 thru 6, New York City, General Services Adm. Bid No. NY-2JR-55351 dated June 30th, Hoyt quoted a unit price of \$1.07 each less 2%—30 days discount on "Leather, Chamois, type 1, selection 1, pocket-shaped size C, 16 x 21 inches, Int. Fed. Specs. KK-L-167A, dated Nov. 2, 1951. On items 7 thru 14, the S. M. Arnold Co. was low bidder with a unit price of \$1.756 each.

**Leather Cases.** The Bristol Mfg. Co., Green Bay, Wisc., was low bidder under item 1 of Inv. No. 55879 which opened at the N. Y. General Services Adm., 250 Hudson St., N. Y. 13, N. Y. Bristol Co. quoted a unit price of \$10.18 for 108 each, Cases, investigator, type V, size 18 inch long by 12 inch high, color brown, smooth case leather, Fed. Specs. KK-C-121c, 4 pocket each. Bristol offered a cash discount of 2%—30 days.

Under item 2 of this same invitation, the M. S. Ginn Co. of Wash., D. C., was low bidder with a unit price of \$7.04 each.

### Awards

**Helmet Liners.** Northwest Glove Co. of New London, Iowa, and Steinberg Bros. of New York City have been awarded contracts by the Chicago Quartermaster Depot to manufacture helmet liner bands for the Army. Under Invitation No. 54-318B, Northwest will make 306,720 liner bands at a total dollar value of \$92,629.44. Under Invitation No. 54-29(Q), Steinberg will make 307,440 bands valued at \$82,144.08.

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WELD RESPONSIBLE FOR HEAD YOUR TICKET

Order # PATTERN # Width

QUARTER LINING

Pr. 36

98987

Width Last Per #

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**WORK TICKETS**

**TO SPEED PRODUCTION**

Serially numbered, piece work—case lot control tickets or tags.

**INTERNATIONAL TICKET CO.**

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PLANT: NEWARK 4, N. J.

Sales offices: New York, Boston, Philadelphia, Baltimore and principal cities.

Upper

Vp. Part.

Qtr. Part.

Saddle

Back Strap

Eyelets

Buckle

Lining

Pacing

Counter Pad.

Binding

Q. & W.

Vp. St.

Country

Size

Length

Width

Weight

Material

Color

Finish

Label

Price

Quantity

Notes

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TANNERS OF

QUALITY LEATHERS

**LICHTMAN**

**J.L.&S.**

**LEATHERS**

NEWARK, N. J.

Reg. U.S. Pat. Office

J. LICHTMAN & SONS

NEWARK 5, N. J.

**SWAGGER BUK**

REG. TRADE MARK

Complete Line of

**BRUSHED LEATHERS**

IN ALL POPULAR SHADES

**From California Comes—**

**GLOVE TANNAGE SIDES**

**CHROME SPLITS FINISHED FOR UPPERS**

**LOS ANGELES TANNING CO.**

**4101 Whiteside St. Los Angeles 63, Calif.**



# Back To Work Movement Stimulates Leather Market

General Market Conditions Show Improvement  
But Tanners Claim Buying Still Hand To Mouth

**Sole Leather Tanners**, like all others, complain that large sales are practically unknown today. Small orders with a quick delivery stipulation attached account for most business done. Strangely enough, the end of each month shows total sales that are fairly good. Buyers almost everywhere seem to have discovered the way to keep markets on steady level. No forward buying to speak of, and this keeps tanners off balance.

Prices this week remain practically unchanged. Best light bends bring up to about 68c with an occasional sale of superior stock for a cent or two more. By same token some sells for less. Very good 8-9 iron bends bring up to 58c with plenty available at a few cents less. Up to about 50c asked for best 9-10 iron leather. 10 iron and up bends bring 48c and down.

**Sole Leather Offal slightly better.** Bellies move fairly well with everyone getting some business. A few tanners say they are sold ahead in this department.

Best bellies bring about 28c with others at 27c. Single shoulders usually

bring about 38c and down though we hear of up to 40c asked. Double rough shoulders usually quoted at about 44c and down for TR leather. Some carefully selected lights bring up to about 48c while heavies go as low as 41c. Heads moved at up to about 17c for at least one car, more often at a top of 16c with down to 14c paid for less desirable stock. Fore shanks quoted at 20c and down with actual sales usually a cent or two less. Hind shanks bring up to 23c for best.

**Calf prices too high** for widespread acceptance. When lists are shaded a little more than the recent adjustments made, business picks up. Still no sign of solution for low grade accumulations. Fifty cent kips a lot more attractive than 65c low grade calf.

Men's weights now adjusted to a range starting at about \$1.00 and down. One tanner asks a few cents more and gets it because of top selection shortage. Leather below 90c another story.

Women's best small skins bring up to about 96c. One tanner quotes higher for special hard to make

## Prices and Trends of Leather

| KIND OF LEATHER           | THIS WEEK | MONTH AGO | YEAR AGO  | 1953 HIGH |
|---------------------------|-----------|-----------|-----------|-----------|
| CALF (Men's HM)           | 67-1.06   | 67-1.06   | 80-1.10   | 95-1.20   |
| CALF (Women's)            | 58-97     | 59-1.00   | 70-93     | 80-1.03   |
| CALF SUEDE                | 75-1.15   | 75-1.15   | 70-1.05   | 85-1.10   |
| KID (Black Glazed)        | 55-90     | 55-90     | 75-90     | 75-90     |
| KID SUEDE                 | 45-95     | 45-95     | 80-96     | 80-96     |
| PATENT (Extreme)          | 52-62     | 52-62     | 55-60     | 60-64     |
| SHEEP (Russet Linings)    | 15-23     | 15-23     | 18-32     | 18-32     |
| KIPS (Combination)        | 48-52     | 48-53     | 54-61     | 64-68     |
| EXTREMES (Combination)    | 44-49     | 45-50     | 51-54     | 56-59     |
| WORK ELK (Corrected)      | 34-38     | 34-38     | 39-43     | 38-45     |
| SOLE (Light Bends)        | 64-68     | 64-68     | 66-69     | 68-72     |
| BELLIES                   | 27-28     | 27-29     | 27-30     | 26-29     |
| SHOULDERS (Dble, Rgh.)    | 44-48     | 44-48     | 51-55     | 51-56     |
| SPLITS (Lt. Suede)        | 32-38     | 32-40     | 33-39     | 35-39     |
| SPLITS (Finished Linings) | 17-22     | 17-22     | 18-22     | 24-26     |
| WELTING (1/2 x 1/4)       | 7- 7 1/4  | 7- 7 1/4  | 8         | 8         |
| LIGHT NATIVE COWS         | 15 1/2    | 15-15 1/2 | 18-18 1/2 | 20 1/2    |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

FOR

*Quality*  
**SOLE  
LEATHER**

*dependable .  
uniform . .*

**BENDS  
SHOULDERS  
BELLIES  
CUT STOCK**

*Also*

*Specialty Leathers  
for Belting,  
Hydraulics, Textiles,  
Packing and  
Strap Leathers,*



**EBERLE**  
**TANNING CO.**  
WESTFIELD, PENNA.

## SPECIALISTS in SPLITS

### SUEDE LININGS SOLE & GUSSET

GLOVE LEATHERS  
HORSEHIDES  
COWHIDES  
SHANKS  
BELLIES  
DEERSKINS  
MOCCASIN COWHIDE



**A.L. GEBHARDT CO.**

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GEBHARDT-VOGEL TANNING CO.  
706 W. OREGON ST., MILWAUKEE

THE OHIO LEATHER CO.

**LUXOR**

*Calfeolors*

**BLACK JETTA CALF  
WASHETTE**  
White and Colors

- OHIO LEATHER CORP. Boston
- 87 South St.
- THE OHIO LEATHER CO., INC. New York City
- 2 Park Ave.
- ARTHUR S. PATTON LEATHER CO. St. Louis
- 1602 Locust St.
- LIEBMAN-CUMMING San Francisco
- 718 Mission St. (Pacific Coast and Orient)
- EDGAR A. HERTZ One Chesterfield St., Mayfair, London W.1, England (Export Director)

Tannery and General Offices  
**GIRARD, OHIO**

colors but 90c still recognized as tops for regular shades. Standard sized skins bring about 93c and down.

Suede calf slow at about \$1.20 and down. Heavy suede for unlined shoes moves steadily at a top of \$1.20, much less for some lines.

**Sheep having good week.** New business rather generally distributed. Linings, both russet and colored vegetable, do well and chrome picks up. Only slight improvement noted in garment.

Best russet boot linings quoted at about 25c and down, though superior quality heavy skins sometimes bring more for specialty uses. Russet shoe linings active at 23c and down, with strong demand for leather around 15-20c. Colored vegetable linings bring up to 27c and business improves. Chrome linings getting more attention at 30c and down.

**Sides pick up considerable new business.** In face of fairly steady hide market, buyers continue to hammer away at list prices. The oldest argument in the trade, "I can get it cheaper elsewhere" has been used, is being used, with astonishing success on tanners weak in the sales department. Others with more backbone do better.

Best combination kips bring up to about 53c for heavies, a cent or two less for lighter stock. Other tannages ask two to three cents less, some about six cents less. Best heavy extremes bring up to 50c with plenty at 46c and down. Best heavy large leather quoted at 44c and down with much at 40c and down.

Chrome tanned kips bring 50c and down for one line, others as low as 47c and down. Extremes usually about 46c and down with large leather at 42c and down. A few lines ask more, most ask less.

Best work shoe leather asks 38c and down but volume done at about 35c and down.

**Splits very uneven.** Some tanners very busy, others quiet. Prices, too, vary from tanner to tanner. Linings still most active department, though suedes show signs of improvement.

Best finished linings bring 22-20-13c in actual sales. But these are small and 14-20c accounts for most of business done. Buyers who pay the top price say they get what they pay for, need the extra quality they are getting. Lining suedes bring 26c and down with 20c and down the volume area. Up to 23c paid for

superior non-slips; 15-17c paid for not so desirable stock.

Sole splits picked up slightly this week and top tannages got some of the increase. Very best leather quoted at 28-26-24c for 4-5 ounce stock. Other tannages at less according to worth. About 32-29-26c asked for 5-6 ounce leather. Best 6-7 ounce stock quoted at 39-36-33c. As usual, white leather bought a small premium.

Light suede quoted at about 36c and down as a rule, some slightly higher. Heavy suede for unlined shoes brings up to about 42c for best, about 40c and down for what is still good leather.

**Work glove slow.** Vacations and plant shut-downs still adverse factors. Tanners receiving a few inquiries from certain customers for leather to be delivered later on after operations return to normal.

Meanwhile, no changes reported on work glove splits. LM weight of No. 1 grade is quoted at 14c, No. 2 grade at 13c and No. 3 grade at 12c. M weight is steady, No. 1 at 15c, No. 2 at 14c and No. 3 at 13c.

**Garment seasonally dull.** Last reported business in sheepskin garment leather at 31-33c and down for suede with some lists reading 34c and down. Good tannages of grain finish bring 34-36c and down.

Horsehide garment leather sells occasionally at 36c and down quoted firmly on good tannages. Cowhide garment leather unchanged around 31-32c for good tannages.

**Case leather holds** around 42-43c for 2-2½ ounce and 43-44c for 3-3½ ounce.

Grade A russet strap leather held steady at 50c for 4/5 ounce, 52c for 5/6 ounce, 54c for 6/7 ounce, 56c for 7/8 ounce, 58c for 8/9 ounce, 61c for 9/10 ounce and 64c for 10/11 ounce. Prices continued 2-3c less for Grade B and 5-6c less for Grade C.

Colors quoted 3c more and glazed 2c over russet prices.

**Kid leather slumps.** Tanners report not too much business being done.

However, surprisingly enough, there are some orders coming in. Apparently the practice of closing down completely the first weeks of July is only followed 100% in New England. Other parts of the country

are showing a little interest in current buying.

Some black suede is selling and a little glazed — black in the low-to-medium grades. Very little crushed selling. Linings move to some small degree. Nothing mentioned about slipper leathers or satin mats.

No price changes quoted. Rawskins remain high, but tanners aren't doing much buying.

#### Average Kid Leather Prices

|                    |
|--------------------|
| Suede 32c-95c      |
| Slipper 25c-60c    |
| Linings 25c-55c    |
| Crushed 45c-75c    |
| Glazed 25c-\$1.00  |
| Satin Mats 69c-98c |

**Belting leather low.** Salesmen report from the road that half the time they can't even find buyers, who are on vacation. Nothing is expected to happen for another week — and possibly beyond that.

Prices unchanged. Bend butts quoted as follows: No. 2 at 96c light, 83c medium, and 83c heavy. The No. 3 at 89c light, 81c medium and 76c heavy. Shoulders are quoted at 49c for No. 1 and 47c for No. 2. Prices don't mean much, however, considering the few sales made.

Carriers going along with everyone else as far as slowness is concerned. Some have a few orders for delivery after July 15th.

#### AVERAGE CURRIED LEATHER PRICES

| Curried Belting   | Best Selece. | No. 2     | No. 3     |
|---|--------------|-----------|-----------|
| Butt Bends  | 1.25-1.35    | 1.23-1.31 | 1.16-1.27 |
| Centers 12"   | 1.53-1.64    | 1.43-1.55 | 1.41-1.45 |
| Centers 24"-28"   | 1.51-1.58    | 1.41-1.52 | 1.39-1.53 |
| Centers 30"   | 1.47-1.52    | 1.37-1.47 | 1.35-1.43 |
| Wide Sides  | 1.22-1.25    | 1.18-1.21 | 1.12-1.14 |
| Narrow Sides  | 1.14-1.17    | 1.11-1.13 | 1.05-1.07 |
| Premiums to be added: Ex Light plus 5c-10c; Light plus 7c; Heavy minus 5c-10c; Ex Heavy minus 5c. |              |           |           |

## Tanning Materials

#### Raw Tanning Materials

|                                       |                        |
|---------------------------------------|------------------------|
| Divi Divi, Dom., 48% basis shp't, bag | \$72.00                |
| Wattle Bark, ton                      | "Fair Average" \$98.00 |
|                                       | "Merchantable" \$94.00 |
| Sumac, 28% leaf                       | \$120.00               |
| Ground                                | \$115.00               |
| Myrobalans, J. 1's Bombay             | \$42.00                |
| Sorted                                | \$48.50                |
| Genuines                              | \$48.00                |
| Crushed 42-44%                        | \$62.50                |
| Valonia Cups, 30-32% guaranteed       | \$49.00                |
| Valonia Beards, 40-42% guaranteed     | \$65.00                |
| Mangrove Bark, Ecuadorian             | \$53.00                |
| Mangrove Bark, Colombian              | \$59.00                |
| Mangrove Bark, 38% E. African         | \$69.00                |

#### Tanning Extracts\*

|   |       |
|---|-------|
| Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant   |       |
| Tank cars   | 4.40  |
| Barrels, c.l.   | 5.30  |
| Barrels, l.c.l.   | 5.65  |
| Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant |       |
| Bags, c.l.  | 11.25 |
| Bags, l.c.l.  | 12.90 |
| Cutch, solid Borneo, 55% tannin                             | .08%  |
| Hemlock Extract, 25% tannin, tk. cars f.o.b. works          | .0625 |
| bbis. c.l.  | .06%  |
| Oak bark extract, 25% tannin, lb. bbis. 6½-6%, tks.         | .06%  |

|   |           |
|---|-----------|
| Quebracho Extract:  |           |
| Solid, ord., basis 63% tannin, c.l.                             | .11 31/44 |
| Solid clar., basis 64% tannin, c.l.                             | .12 3/16  |
| Wattle extract, solid, c.l., East African 60% tannin            | .09%      |
| Wattle extract, solid, c.l., South African 60% tannin           | .10       |
| Powdered super spruce, bags, c.l.                               |           |
| .65%; l.c.l.  | .05%      |
| Spruce extract, tks., f.o.b. wks.                               | .01%      |
| Myrobalan extract, solid, 55% tannin                            | .07%      |
| Myrobalan extract, powdered, 60% tannin                         | .10       |
| Valonia extract, powdered, 63% tannin                           | .08%      |
| Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin | .16%      |
| Wattle Extract, Powdered, Swedish, 73% tannin                   | .15%      |
| Powdered Spruce, spray dried, Swedish                           | .04       |
| Myrobalan, Swedish, Powdered 68-70%                             | .11%      |
| Oakwood, Swedish, solid, 60-62%                                 | .11%      |
| Oakwood, Swedish, powdered, 64-66%                              | .12       |
| Larchbark, Swedish, solid, 54-56%                               | .11%      |
| Larchbark, powdered, Swedish spray-dried, 58-60%                | .12%      |

#### Tanners' Oils

|   |          |
|---|----------|
| Cod Oil, Nfd., loose basis, gal.                | .90-.95  |
| Cod, sulphonated, pure 25% moisture             | .13-.13½ |
| Cod, sulphonated, 25% added mineral             | .11½-.12 |
| Cod, sulphonated, 50% added mineral             | .11-11½  |
| Castor oil, No. 1 C.P. drs. l.c.l.              | .20      |
| Sulphonated castor oil, 75%                     | .18      |
| Linseed oil, tks., f.o.b. Minn.                 | .14      |
| drums   | .15%     |
| Neatsfoot, 20° C.T.                             | .30-.32  |
| Neatsfoot, 30° C.T.                             | .27-.28  |
| Neatsfoot, prime drums, c.l., f.o.b. Chicago    | .18%     |
| l.c.l., f.o.b. Chicago                          | .18%-19% |
| Neatsfoot, sulphonated, 75%                     | .18-.18% |
| Olive, denatured, drs. gal.                     | 2.20     |
| Waterless Moellon                               | .14-.14½ |
| Artificial Moellon, 25% moisture                | .13      |
| Chamois Moellon, 25% moisture                   | .11-.12  |
| Common degreas                                  | .12-.13  |
| Neutral degreas                                 | .25-.26  |
| Sulphonated Tallow, 75%                         | .13½-.14 |
| Sulphonated Tallow, 50%                         | .10½-.11 |
| Sponging compound                               | .13-.14  |
| Split Oil                                       | .11-.12  |
| Sulphonated sperm, 25% moisture                 | .16%     |
| Petroleum Oils, 200 seconds visc., tks., f.o.b. | .14%     |
| Petroleum Oils, 150 seconds visc., tks., f.o.b. | .13%     |
| Petroleum Oils, 100 seconds visc., tks., f.o.b. | .12%     |

\*Imported Extracts are plus duty.

## Pattern Firms Merge

Snow Pattern Co. of Milwaukee, Wis., has been merged with Dunbar Pattern Co., also of Milwaukee, according to Mel Snow of Snow Pattern. The merger took effect on July 6.

The company reports no immediate changes will be made in prices of patterns or service charges. Both Mel Snow and personnel of his company are joining Dunbar.

## Blyler Leaves Compo

Lee Blyler, vice president of Compo Chemical Corp., and director of research of Compo Shoe Machinery Corp., Boston, is reported to have resigned. He has not disclosed his plans for the future.

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Specialty Leathers  
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Well known Tannages

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MILWAUKEE: Edward J. Kallhauser  
LOS ANGELES: A. J. & P. Cook  
CINCINNATI: J. C. Tracy

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**WINDRAM**  
*Quality*

**COMBINING — ELASTICIZING  
PLASTICS  
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MANUFACTURING COMPANY**  
Established 1867  
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**Advertise Effectively  
and Economically through  
LEATHER and SHOES**

## Lack Of Tanner Buying Interest Keeps Price Levels Uneasy

## Export Sales Provide Some Relief But Rawstock Supplies Continue to Pile Up

**Big packers slow down.** Dealers and exporters appeared to be the main supporters of the market this week. While steady prices were paid, undertone considered only barely steady because of liberal hide supplies still offered at current levels.

Big packers unable to clear their offerings in the absence of broad domestic tanner interest. Tanners, of course, have been going through their seasonal dull period on leather.

Reports that two large shoe manufacturers have received more orders for fall and winter lines of shoes and salesmen from other shoe manufacturers were starting to obtain more business which should mean an increase in leather cutting operations in coming weeks. Tanners hopeful that this improvement will soon be reflected in demand for leather.

In the meantime, packers booking all of the export business they could get on their hides and in some instances getting premiums over the going market. Some export business in St. Paul heavy native cows at 15c and St. Paul light native steers at 15½c. A few ex. light native steers went for export at 19½c.

Packers sold Chicago and St. Paul heavy native cows at 14 $\frac{1}{2}$ c along with river points at 13 $\frac{1}{2}$ c. Some business in river light native steers at 14 $\frac{1}{2}$ c with ex. light natives included at 19c. Heavy native steers came in for some demand at steady prices of 12c for river points and 12 $\frac{1}{2}$ c for Chicago, Albert Lea and St. Paul productions.

Biggest volume in branded cows. Several packers sold freely at 12c for northern, 12½c for light average southwestern points, and at 11½c for Denver production.

New business in light cows seemed stymied. While last sales involved 15,000 Chicago and river points at 16c, buyers inclined to talk a half cent lower. Packers were also reluctant to accept half cent lower bids on branded steers, holding out for steady prices.

**Independents mixed.** A little business developed in bull hides. Packers' Ass'n sold 800 bulls at 10c for native and 9c for branded while

a large Iowa packer sold a car of Ottumwa native bulls at 91½¢. Except for Packers' Ass'n selling 2,600 June-July heavy cows at 14½¢, no other trading confirmed up to mid-week. Most midwestern independent killers willing to sell at going prices.

New York packers awaiting new developments following sales last week of June-July New England light cows at 16 $\frac{1}{4}$ c, New York Colorado steers at 10 $\frac{1}{4}$ c and southeastern light hides at 17 $\frac{1}{2}$ c for natives and 15 $\frac{1}{2}$ c for brands.

**Small packers ease.** Sellers accepted 13c selected fob, Iowa shipping point for a car of 45 lb. avg. hides and later bids for similar hides were at 12½c flat while sellers still asked up to 13c.

Lighter hides in the southwest such as Texas 40-42 lb. avg. productions held at 15½-16c flat fob. had no takers with last confirmed tanner business at 15c. Midwestern productions averaging 48-50 lbs. slow to sell and considered nominally top around 12c and 50-52 lb. avg. at 11½c selected fob. shipping points.

Heavier averages strictly nominal. One sale of some 56-58 lb. avg. small packer native steers of very good quality comparable to big packers reported at 11½¢ selected fob. Small packer bulls were nominal at 8-8½¢ selected fob., last paid; some tanners' ideas 7½¢.

**Country hides slacken.** Whereas export buyers had paid 91½-93¼c

## HIDE FUTURES

|         | Close<br>July 15 | Close<br>July 8 | High<br>for Week | Low<br>for Week | Net<br>Change |
|---------|------------------|-----------------|------------------|-----------------|---------------|
| July    | 13.68B           | 14.27B          | 14.00            | 13.71           | —59           |
| October | 14.29T           | 14.95B          | 14.85            | 14.14           | —66           |
| January | 14.94T           | 15.61B          | 15.40            | 14.75           | —67           |
| April   | 15.35B           | 16.10B          | 16.10            | 15.20           | —75           |
| July    | 15.75B           | 16.55B          | 16.15            | 15.70           | —80           |
| October | 16.15B           | 17.00B          | 16.85            | 16.15           | —85           |

**Total Sales: 370 Lots**

## HIDE AND SKIN QUOTATIONS

|                               | Present |      | Week Ago |      | Month Ago |      | Year Ago |      |
|-------------------------------|---------|------|----------|------|-----------|------|----------|------|
| Heavy native steers .....     | 12      | -12½ | 12       | -12½ | 11½-12    |      | 15½      | -16  |
| Light native steers .....     | 14½-15  |      | 14½-15   |      | 14        | -14½ |          | 17   |
| Ex. light native steers ..... | 19      |      | 19       |      | 18        | ½    | 19½-20½  |      |
| Heavy native cows .....       | 13½-14½ |      | 13½-14½  |      | 13½-14½   |      | 17       | -18½ |
| Light native cows .....       | 15½     |      | 16       | -16½ | 15½-16    |      | 18       | -18½ |
| Heavy Texas steers .....      | 10      |      | 10½      |      | 9½-10     |      | 13       |      |
| Butt branded steers .....     | 10      |      | 10½      |      | 9½-10     |      | 13       |      |
| Light Texas steers .....      | 12½N    |      | 12½N     |      | 12        |      | 15½      |      |
| Ex. light Texas steers .....  | 14N     |      | 14N      |      | 13½       |      | 18½      |      |
| Colorado steers .....         | 9½      |      | 10       |      | 9         |      | 12½      |      |
| Branded cows .....            | 11½     |      | 12       | -12½ | 12        | -12½ | 15½-16   |      |
| Native Bulls .....            | 9½-10   |      | 9½-10    |      | 10        |      | 10       | -10½ |
| Branded Bulls .....           | 8½-9    |      | 8½-9     |      | 9         |      | 9        | -9½  |
| Packer calveskins .....       | 40      | -42½ | 40-42½   |      | 45        | -48½ | 47½-55   |      |
| Packer kipskins .....         | 21      | -25  | 21-27½   |      | 25        | -29  | 25       | -31  |

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.



**I don't see what's so thrilling about this—do you? He kept telling her that leather is basic for good business and that better leather is made with Salem Oil & Grease Company's tannery oils because they penetrate properly.**



fob. Chicago for mixed hides averaging up to 50 lbs., some sellers unable to realize better than 8½¢ fob. country points on similar hides when selling to domestic tanners.

Locker-butcher hides alone ranged 9-9½¢ flat tr'd. fob. for domestic business although export business at a cent more on a few cars. Last carload sale of glue hides was at 7½¢ fob. Country bulls nominal at 5½¢ fob. in carlots.

**Calf and kip uneasy.** Offerings of Milwaukee-Winona heavy and light calf at last trading basis of 42½¢ slow to sell as the market had an easier undertone and buyers' ideas closer to 40¢.

One packer moved about 1,900 April-May production kip at 24½¢ for kip and 25¢ for overweights and later sold about 2,500 June-July at 25¢ for allweights. Last sales of southwestern kip and overweights at 24-21¢ while 23¢ was paid for southeastern overweights.

Packer slunks unchanged at \$1.50 for regulars and 80¢ for large hairless, last paid. Activity in small packer skins at a minimum with all-weight northern calf nominal around 30¢ although some buyers now talk down to 28¢.

Small packer kip nominal at 16-18¢. Country skins in carload lots held at 19-20¢ for calf while country kip last brought 11½-12½¢.

**Horsehides easier.** Prices last paid at \$9.00-9.50 trimmed and \$10.00-10.50 untrimmed fob. shipping points for very choice northern slaughterer whole hides. Some regular production slaughterer whole hides sold down to \$8.75 trimmed with renderers included at 25¢ less.

Some very good French horsehides purchased at around \$10.00 trimmed delivered and supplies of foreign production tended to undermine the market on regular domestic productions.

Good northern fronts remained around \$6.00-\$6.25 and butts steady at \$3.90-4.10 basis 22" and up.

**Big packer shearlings firmer** with sales of regular midwestern No. 1s at \$1.65-1.75 while some choice quality brought up to \$1.85. The bulk of business in No. 2s at \$1.25 while some No. 3s sold as low as 65¢. Demand for the No. 3s has been limited.

Spring lamb pelts somewhat easier this week due to a slow market for wool and a soft undertone in the market for pickled skins. Packer genuine western spring lamb pelts quoted tops in some quarters at \$3.25 while some native spring lamb pelts

sold at \$2.75 per cwt. liveweight basis. A small lot of full wool dry pelts, very good skins of Dakota origin, sold at 30¢ fob. Chicago.

Pickled skins easier and offerings at \$11.50-12.00 per dozen for spring lambs had no takers.

**Hair sheepskin slow** due to high asking prices of shippers and local buyers low views. Occasionally, some Brazil cabrettas sell, but here too, shippers claim they can do better in Europe.

At the Australian wool sheepskin auctions, Melbourne reported market par to two pence lower with the 58s and up least affected. Sydney, 41,000

offered. Fine combing wools par to one penny dearer. All others par to one penny and at times two pence lower. South American markets too high for buyers here.

Little to report in the shearing situation. Relatively few offerings as shippers still able to do better in Europe. Domestic market, while somewhat firmer of late, still below what most of the foreign markets are quoting.

**Pickled skins quiet.** Very few sales of New Zealand skins. Last confirmed sales involved small lots at 70 shillings.

Iranian pickled sheepskin market

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### IMPORTERS

### VEGETABLE TANNING EXTRACTS AND RAW MATERIALS

Wattle Bark

Wattle Extract

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Valonia Extract, Valex Brand

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SOLE AGENTS FOR UNITED STATES AND CANADA

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### ITALIAN CHESTNUT EXTRACTS

Solid and Powdered

Produced by

**LEDOGA S. p. A.**

Milano, Italy

easier and choice lots on spot sold at \$11.50 per dozen and more available at this price. Poorer lots slow to sell even at considerable reductions.

Domestic market also easier with reports that spring lambs available at \$11.50-12.00 per dozen but buyers are either out or indicate ideas of \$11.00 as a trading basis. Some large eastern sellers state they have been unable to get buyers to return bids.

**Reptiles better.** Madras bark tanned whips, 4 inches up, averaging 4¾ inches, 70/30 selection, sold at 36c and bid for more but sellers now

have higher views. On skins averaging 4½ inches, sellers talking 35c and higher as against last confirmed sales at 32c.

Better call for wet salted back cut Agra lizards but shippers are still reporting a limited amount. Late sales of 9 inches up, averaging 10 inches, 80/20 selection, around 26c and that could be duplicated for more but most shippers have higher views. No late offerings of wet salted Bengal back cut lizards as Europe still paying better prices than can be realized here.

A little demand for alum tanned

water snakes with some offerings of 3 inches up, averaging 3¼ inches, 70/30 selection, at 9c and wet salted ramgodies, 10 inches up, averaging 14/15 inches, 70/30 selection, at 9½c.

Wet salted crocodiles selling to United Kingdom at 92 pence per inch cif, equivalent to \$1.10 an inch for 11 inches up, averaging 16/18 inches, 80/20 selection.

Siam ring lizards, 25 centimeters and up, averaging 30 centimeters, 60/40 selection, offered at \$1.05. Brazil market slow.

**Deerskins hold.** Good interest noted but few sales can be confirmed. A small lot of New Zealand skins afloat sold at 80c. However, other offerings at 78c have failed to sell thus far as most buyers' ideas are not over 75-76c, as to weights and quantities involved.

Brazil market quiet. Selling quarters here of the opinion that they could obtain 60c fob., basis importers, for "jacks," if they were available. Central American descriptions firmly held.

**Pigskins drag.** Latest reports that buyers now talking under last trading basis in the face of reduced European interest and relatively lack of buying demand from Fulton County.

Some interest in the county, for spot lots of grey peccaries but price had to be right.

## ATLAS Guaranteed OILS

**T**HE simplest thing to remember about buying tanning oils is that experience—66 years of it—is back of Atlas Oils. That, plus a record of satisfaction to customers, is our most valued possession. Put the two together and you'll do what so many tanners have done for so many years . . . you'll always buy Atlas Oils.

Neatsfoot Oil      Split Oils      Sulphonated Neatsfoot Oil  
Sulphonated Cod Oils      Mollons      and many Specialty Products

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### SYNEKTAN 0-230

A liquid synthetic tannage that equals the qualities of vegetable extracts. Replaces Sumac. Used as a retan on chrome stock.

### SYNEKTAN NPP

For high grade whites and pastel colors; produces full plump leather.

### SYNEKTAN NCRP

Specialty synten, used in combination with chrome tannage or in the dye bath for better grain.

### TANASOL NCO

Synten in beads, to use with extracts in the tanning and retanning operations.

**EMULSIFIERS and DETERGENTS**—For good degreasing.

Samples and information upon request.

Plants in:  
Clifton, N.J., Carlstadt, N.J.,  
Los Angeles, Calif.

### TANASOL PW

Synten in beads, to use with NCO for bleaching chrome stock and in retanning chrome stock. In the dye bath for good level colors.

### FUNGIZYME BATES

Pancreatic bating salts of standard, controlled quality.

**Bate A & AS**—For sheep skins and sole leather.

**Bate B & BS**—For furniture leather, side leather and calf skins.

**Bate C & CS**—For goat skins.

**SULPHONATED OILS (Various Bases)**

**MONOPOLE OIL (For Finishing)**

**JACQUES WOLF & CO.**  
*Chemicals*      PASADENA, CALIF.



## Deaths

**Paul H. Mason** . . . 58, shoe machinery executive, died suddenly July 13 at a hospital in Cape Cod, Mass. President of Compo Shoe Machinery Corp., Boston, for many years, he was most recently associated with John Flauitt Shoe Co., Lynn, Mass., in an advisory capacity. A native of New York State, he joined Dunn & McCarthy, Inc. in 1910, held various executive positions for several years before becoming general superintendent of I. Miller & Sons, Inc. Later he was with G. Edwin Smith Co. In 1945, after several years with United Shoe Machinery Corp., he joined Compo as executive vice president and general manager. In 1947, he succeeded the late William H. Bresnahan as president of the firm, which position he held until his resignation in 1952. He leaves his wife, three daughters, and a son, Paul, Jr., now with Compo. He was for many years a director of several shoe and leather associations.

(Other Deaths on Page 34)

# PEOPLE

*About industry personalities coast to coast*

• **A. E. Cleghorn** has been named executive vice president of the National Aniline Division, Allied Chemical & Dye Corp. With Allied since 1933, he has been with the National Aniline Division since 1952, successively as assistant to the president and vice president.

• **John Gifford** has been appointed president of the W. L. Douglas Shoe Co. division of General Shoe Corp. He succeeds Lewis D. Scott who has retired.

• **Marvin Davis** has been appointed advertising manager for the wholesale division of I. Miller & Sons Co., division of General Shoe Corp. He was formerly art director.

• **Anthony A. "Tony" Ryan**, well-known shoe factory superintendent and women's shoe designer, has resigned his position with Kleven Shoe Sales Co., Inc., of Spencer,



Mass. After a short vacation, Ryan will announce plans for himself and his son, Donald, who has been associated for the past four years with the pattern, lasting and stitching room divisions of Kleven. Ryan has had wide experience in the field of shoe styling, pattern making and fitting and was associated with Solar Shoe Co., pioneer in the development of Compo shoemaking, for several years.

• **James Joseph** has joined Andrew Geller Shoe Mfg. Co., Inc., of Brooklyn, as a designer. He will work with Mrs. Eleanor Bohle who heads the department.

• **Dean S. Hawkins** is now general superintendent of all packinghouse operations at Armour & Co. He succeeds F. D. Green, vice president and general superintendent of the company, who has retired after 35 years with Armour.

• **George A. Silva** has been appointed assistant general manager of Colonial Tanning Co., Inc., Boston. Silva has been manager of the company's splits division for the past five years. Cass Chesney takes over as head of the splits division. Chesney has been shipping head since 1952. Leo S. Cipriano succeeds Chesney as superintendent of the packing, sorting and shipping departments. Cipriano has been with Colonial for the past 13 years.

• **Richard Hasey** has been elected vice president of Viner Bros., Inc., Boston moccasins manufacturer. Hasey also continues as sales manager for the firm.

• **Chester A. Yard** has joined the sales staff of Tyer Rubber Co.'s Andover Footwear Division. He will cover Missouri, Nebraska and Kansas, succeeding Eugene C. Olson who continues as sales representative in Wisconsin, Iowa and Illinois.

• **Mr. and Mrs. William H. Denham** are celebrating their 50th wedding anniversary on Friday evening, July 16, at the Central Methodist Church, West Elm St., Brockton, Mass., from 7:00-10:00 p.m. Well known in the trade for many years, Bill Denham has been buyer for Regal Shoe Co. for many years and was associated previously with Barney, Capen & Denham and W. L. Douglas Shoe Co.

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- ✓ For all Hides and Plant Conditions

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# NEWS QUICKS

About industry happenings coast to coast

## California

• **Sommer & Kaufmann**, San Francisco shoe chain recently purchased by General Shoe Corp., reports the purchase of two additional retail outlets. One will be at the new Stanford Shopping Center near Palo Alto and the second at 376 Post St. in San Francisco.

## Illinois

• Officials of the **National Hide Association** and the University of Illinois are considering the possibility of opening a new hide course at the University. Jack Minnoch, NHA director, reports the course, only one of its kind in the country, might possibly extend over two years.

## Kansas

• Employees of **Continental Shoe Co.** in Topeka have voted in favor of "no union" at a bargaining agent election sponsored by the National Labor Relations Board. The vote was 69 in favor of "no union," 33 for the Teamsters Union and 17 for the CIO.

## Maine

• A total of 95 shoe executives from all parts of Maine, representing 20 shoe firms in the state, has organized as the **Associated Shoe Executives of Maine**. Purpose of the organization is for the exchange of industry information. Ray Watts is acting president.

• **Camden Tanning Corp.** has begun production at its plant in Camden. The firm is currently employing 10

workers turning out suede sheep leather. Elvin H. Cox is president.

## Massachusetts

• **Pioneer Finishing Corp.** has begun operations at its plant in Fall River. President is Ralph V. Carlson with Clayton H. Carlson as vice president. The recently-organized firm will finish cottons, nylon, rayon, mesh and other materials for the shoe trade along with embossing and everglazing work.

• Recent fears that **Regal Shoe Co.** would eventually leave its Whitman plant were allayed last week when president James Whitehead in a letter to employees reported that the company was spending some \$15,000 in plant improvements. Whitehead said not one single production day has been lost at the plant since Jan. of this year. Improvements were installed during the July 4 vacation period.

• **Norumbega Combining Co.**, shoe fabrics combiner, reports it is moving its plant and offices from Chelsea to new quarters at 80 Brookline St., East Lynn. Alfred Holzman has retired from active participation in the firm.

• **Buxton Corp.**, Springfield manufacturer of leather wallets and other leather goods, plans to move its plant to Agawam where it will erect a modern one-story plant affording some 75,000 square feet of floor space. Construction will begin in May of 1956.

## Missouri

• **M. C. Campbell Co.** has been organized in St. Louis by M. C. Campbell, Jr., and Neil Stienke-

**meyer**. The new firm will act as St. Louis sales representative for Allied Kid's Standard and Specialty Divisions and also for the Sterling Division, excluding gold and silver kid.

• Theft of \$1,063 from a safe at the **E. K. Leiber Leather Co.**, St. Louis, was reported last week by company officials. Thieves entered through a hole they had cut in the roof of the one-story building.

## New Jersey

• **Fintex, Inc.**, of Pompton Plains, N. J., has begun construction of a new two-story plant at East Paterson. The company specializes in synthetic detergents and chemicals for the leather industries. The new plant is scheduled for completion in Oct.

## New York

• The **New York Shoe Superintendents' and Foremen's Association** will hold its annual dinner-dance Oct. 16 at the Hotel Commodore in New York City. Chairman of the gala affair is Pat Pisano of Brooklyn Beading & Novelty Co. Tickets are \$10 per person. Reception is scheduled for 8.30 p.m. with dinner at 9.00. Entertainment will follow.

• **Superior Hide & Skin Corp.** is reported to have been organized in New York City. The company will deal in hides and skins.

• The Tanners' Council reports that about 90 tanners will exhibit their products at the forthcoming **Leather Show** to be held Aug. 31-Sept. 1 at the Waldorf-Astoria in New York City. Exhibiting hours will be from 9.00 a.m. to 7.00 p.m. on Tuesday, Aug. 31, and from 9.00 a.m. to 3.00 p.m. on the final day.

• **M. & F. Hide & Skin Co.** has been organized to deal in hides and skins in New York City.



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*Nature's Own Products*

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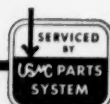
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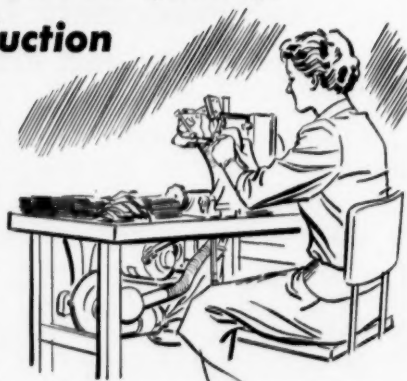




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*gives you backseams of hand-rubbed quality,*  
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This new United machine will reduce backseams by removing a small portion of stock from both edges of the upstanding section of the seam. The remaining stock is rubbed down and over to effectively reduce the seam. In the finished shoe, it has a smoothness and evenness heretofore unobtainable except by arduous hand work.

"Snakey" backseams are overcome even though quarters are not matched for texture or weight. Strain on stitches in this operation is eliminated and strain on the seam at lasting is greatly reduced, thus overcoming the problem of broken backseams.



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 . . . inside of machine splash lubricated . . .  
 pre-lubricated external bearings.

**UNITED SHOE MACHINERY CORPORATION**  
**BOSTON, MASSACHUSETTS**

LEATHER and SHOES

• **Big Ben Shoe Co., Inc.**, has been organized to deal in shoes in New York City.

• **Harris Leather Co., Inc.**, is another firm newly organized in New York City. The firm will deal in leather and leather products.

• **Techniques of Plant Maintenance and Engineering—1954** has been published by Clapp & Poliak, Inc., of New York. The annual volume contains proceedings of the Plant Maintenance and Engineering Conference.

• **Selva & Sons, Inc.**, footwear manufacturer, is moving its factory to larger quarters at 195 Front St., Brooklyn, where it will occupy some 20,000 square feet of floor space. Show room at offices will remain at 1607 Broadway, New York City.

• **New York Baby Shoe Co.** is reported to have merged with **Little Chief Footwear, Inc.**, and has moved from 260 Wallabout St. to larger quarters at 587 Hendrix St., Brooklyn.

## Pennsylvania

• **Surpass Leather Co.** reports it has sold its two-story and four-story buildings on Ontario St. in Philadelphia. The buildings were formerly occupied by Densten Felt & Hair Co. Purchaser was Solis Chaiken. Surpass recently announced it is discontinuing tanning operations but will sell its leathers produced at Amalgamated Leather Co.'s, Inc., of Wilmington, Del.

• **Pennsylvania Salt Mfg. Co.** reports it will add two new plants to serve as major components of the firm's Chemical Specialties Division. New plants will be constructed at Delaware, Ohio, and Chicago Heights, Ill. They will serve as primary regional blending, packaging, warehousing and distribution centers. Albert H. Clem is president of the Chemical Specialties Division.

## Tennessee

• **Fred H. Mears Heel Co.**, subsidiary of United Shoe Machinery Corp., is reported to have purchased a new 20,000 square foot factory building at Kenton where it will man-

ufacture wood heels. Production with 150 workers is expected to begin within the next three months.

• Possibilities that **Hi-Grade Footwear Corp.** of Brooklyn, N. Y., will move to a new plant in Brownsville are reported as good by town officials. The town is reported willing to build a new factory at a cost of \$125,000 and give another \$20,000 for the training of shoe workers. The shoe firm will pay back cost of the factory over a period of years. About 150 workers will be employed at the outset if negotiations are successful. Hi-Grade makes women's and misses' California playshoes. President is Jerome L. Siegel.

## Wisconsin

• Officials of **Eagle-Flagg Tanning Co.**, Milwaukee, report the company will undergo some degree of reorganization to take place at the company's tannery. Reports that the company would discontinue sales to the shoe industry and specialize on splits were denied by the official who said that shoe leather tanning would remain its principal business.

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"Glengarry," Aniline and Corrected Grains  
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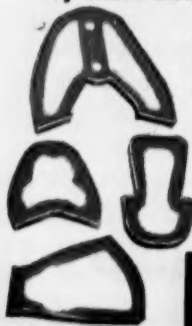
NEW YORK, 38  
HERMANN LOEWENSTEIN, INC.  
26 FERRY ST.

BOSTON, 11  
KAYE & BARNES, INC.  
93 SOUTH ST.



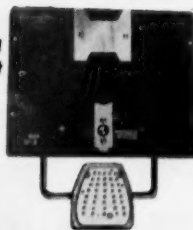
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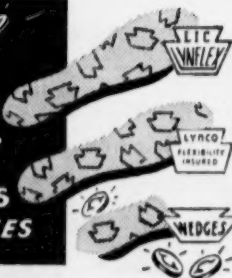
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## INNERSOLES PLATFORMS WEDGIES

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## Canadian Notes

• Ottawa sources report that several deals for **Canadian hides** have been completed for shipment to Soviet Russia as one of the initial results of the resumption of trade between Canada and Russia since the latter's ambassador to Ottawa announced his country is seeking to expand trade with Canada.

• A survey by the **Bank of Canada** reveals seven Canadian leather manufacturers showed a net income to stockholders of \$300,000 in 1953 as compared with \$300,000 in 1952 and \$900,000 in 1947, with a loss of 67% being indicated in the 1947-1953 period but no change in the 1952-1953 period.

• **Koch Shoes Ltd.**, with a very modern 16,000 sq. ft. plant costing over \$500,000 with equipment at Harbor Grace, Newfoundland, which started production in May this year, now employs over 60 and expects this to rise to 130 within six months as well as to over 200 within a year.

In addition, this new Canadian footwear manufacturer, which makes men's shoes in the medium to high price range \$10-\$15.50, also plans to broaden its lines with others selling at up to \$20. The company plans to sell about half of its production in Newfoundland and the balance in the rest of the Canadian market.

• Canadian **shoe manufacturers** are showing interest in a new foam plastic material which a Norwegian company is said to be producing. It is called "Porolon" and possesses certain qualities of advantage to shoe making, including fact it is a cast material and may be made in the most intricate shapes as well as in various degrees of weight and density.

• One or more large, ultra modern **shoe stores** will be opened in the new \$25 million shopping centre which will be constructed in West End of Ottawa by Westwood Development and Simpson-Sears. One shoe chain, Bata Shoe, has already indicated plans for such a new store in an area involving 31 acres, of which at least one half is being reserved for parking space and landscaping.



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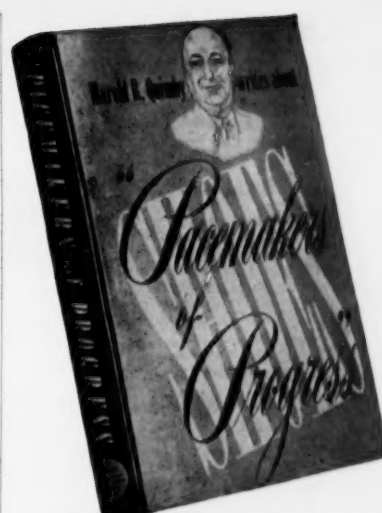
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## Coming Events

Aug. 29-Sept. 1, 1954—Allied Shoe Products and Style Exhibit for Spring and Summer 1955. Hotel Belmont Plaza, New York City.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 2-6, 1954—Boston Advance Spring Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and member showrooms.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations, Palmer House and other Chicago hotels.

Oct. 26-27, 1954—Fall Meeting. National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 31-Nov. 3, 1954—Michigan Annual Shoe Fair. Sponsored jointly by Michigan Shoe Retailers Association and Michigan Shoe Travelers Club. Hotels Statler and Sheraton-Cadillac, Detroit.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

## Deaths

**Merrill Hunt, Sr.** . . . 71, *leather merchant*, died Saturday, July 9, at Waltham (Mass.) Hospital following a short illness. A former leather executive, Hunt served on various Government agencies for several years before retiring in 1950. A native of Newton, Mass., he graduated from Harvard College in 1904 and joined Frank W. Hunt and Co., Boston sole leather tanner. He became sole owner of the firm in 1918 and remained active in the business until 1930. In 1933, he entered the Government service and served in various capacities. Surviving are his wife, Hope; a son, Merrill, Jr.; two daughters, Mrs. John R. P. French, Jr., and Mrs. Sumner Smith; and seven grandchildren.

**Addison Silverthorn** . . . 50, *leather executive*, died recently at his home in Milwaukee, Wis., after a short illness. Silverthorn was a sales agent for the General Leather Finishing Co. in Milwaukee. Previously, he was superintendent of the finishing department of J. Greenebaum Tanning Co. for 24 years and was a past president of the North Milwaukee Kiwanis Club. He leaves his wife, Laura; a son, Addison W.; his stepfather, John Warwick; two brothers, Harold and Jack; and three sisters, Mrs. Oliver Hubbard, Mrs. Donna Clark, and Mrs. S. M. Myers.

**John Wood** . . . *shoe executive*, died suddenly July 1 while on a sales trip in Pennsylvania. Wood, a veteran shoe manufacturers' representative, was sales agent for Brown Shoe Company's United Men's Division. He had been associated with Brown Shoe Co. for the past 11 years and previously had served various other manufacturers. During his association with United Men's Division, he covered the Pittsburgh and Western Pennsylvania territories.

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Taylormaid trimming braid accents the novel strap arrangement of this sabot.



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See how these SHUGOR-inspired style accents take on new life, new meaning, new purpose! SHUGOR does so much more for stylish footwear. SHUGOR helps create fashion-firsts. SHUGOR adds welcome comfort and better fit — and speeds the sale of SHUGOR-fitted shoes.

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